

Sales Consultant

The Corporate Stores

We are in search of Sales Consultants to join the Bell Corporate Stores Team. We are a high performance telecommunications sales channel driven by a culture of pride. We are committed to:

- Providing an exceptional retail experience for our clients
- Creating a great place to work for our people and
- Being the benchmark for all other sales channels to follow.

Job Description

This position allows the Sales Consultant the opportunity to welcome, interact and follow-up with our customers. It is the Sales Consultant's responsibility to fact find to determine the customers' wants/needs and to provide them with a total solution balancing the customer's expectations with the store's profitability. The Sales Consultants focus will be on:

- Putting the WOW factor in place for customers.
- Ensuring total satisfaction and loyalty of customers.
- Realizing and achieving potential revenues, not just revenue targets.
- Controlling expenses.
- Participating as a full contributor to the store team.

Responsibilities

- Meet or exceed sales targets by presenting customized solutions to our customers.
- Assume responsibility for the knowledge of product, service and campaign/promotional offerings.
- Actively participate in training and coaching initiatives.
- Understanding of competitive products and promotional offers.
- Provide after sale support by following-up as required/requested and thereby ensuring customer loyalty.
- Solidify the customer/Bell relationship and take initiative to go the extra mile to exceed the customers' expectations.
- Ensure customer conflict/objections/concerns are resolved, including escalating as required.
- Act as a Bell ambassador by professionally representing the Bell store and the organization in accordance with the Bell value standards.
- Anticipate, analyze and communicate sales trends to store management.
- Perform retail store "details" completely and accurately to ensure effective and efficient store operations

Qualifications

- Retail experience in a dynamic and fast-paced team environment
- Commitment to driving sales
- Excellent written and verbal communication skills
- Flexible to work day, evening and weekend shifts, based on business needs
- Flexible to work with a 35km radius of original store of hire
- Comfortable with technology such computers, mobile devices and digital merchandising
- Reports to a Store Manager

About Bell

Bell offers all eligible employees a comprehensive benefits package including:

- Competitive Base pay and incentive programs
- Company paid demo phone line
- Comprehensive Medical and Dental Benefits
- Disability Benefits
- Group RSP with company matching component
- Employee discount on Bell products and services such as Bell TV
- Opportunity for Growth, Development and internal promotion

Job Location

- Random Square Mall, Clarenville, Newfoundland

How to apply

www.bellcareers.ca

Make sure to attach your resume.

Additional Comments:

The masculine and feminine used in this job description refer equally to employees of both sexes and in no way represent a particular distinction based on gender. Bell is an equal opportunity employer.